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GLADMOOR

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★ MAY 16 1932 ★

U. S. Department of Agriculture.



P. J. PENTECOST
TIPTON, IND.

1932

TRADE

As we pay others, we are paid;
Life gives us back just what we give.
And so we do not live to trade,
But trade that we may truly live.

Sales may be made in money, yes,
But they are always made to men;
And so good-will controls success,
Bringing folks back to buy again.

He cannot profit long or much
Who sells a single time to each:
The cost of single sales is such
Prices rise out of common reach.

He profits most whose every sale
Creates a friend, whose kindly thought
Serves to perpetuate the tale
Of what and where and why he bought.

Such trading—like the growing grain—
Repeats itself an hundred fold.
Who trades thus makes a triple gain,
In friends, in happiness, in gold.

As we pay others, we are paid;
Life gives us back just what we give.
And so we do not live to trade,
But trade that we may truly live.

—*Charles Henry McIntosh.*



The above picture explains the rolled up sleeves.



These photos were not taken for this price list, but it occurred to us that some of our many good friends in gladiolus might be interested to know who appreciate the orders sent to Gladmoor. They are Mrs. Pentecost, Ruth, John, Laurann and Scotch.



Front cover is one of the baskets of Phipps in our exhibit at the State Fair, 1931. Spikes are from small planting stock. The little lady is Carolyn East, daughter of Mr. and Mrs. Lewis E. East, of Shelbyville. The basket is

sitting in a large shadow box. It was a genuine thrill to behold the fascinating color in this exhibit when our flood light was thrown upon it.

W. H. PHIPPS

LaFrance pink, overlaid with light rose salmon. The exquisite mingling of these two tones of pink is so marvelously done that it seems that the artist in nature has completed his masterpiece. The tinting is so carefully blended, the combination so pleasing and so radiant with luxuriant beauty that all marvel at its refinement.

With all its delicacy of tinting, attractive symmetry and apparent softness it has remarkable substance. It will stand as rough handling as any variety could possibly undergo and still present its usual form. It can be cut in tight bud and shipped across the country and open 10 to 20 blooms according to the size of the spike. Our plantings of No. 4 this year produced thousands of spikes with 10 and 12 blooms open.

Phipps is no longer an experiment. We have grown it for many years, starting with 48 No. 4 bulbs when the first size was selling at \$50.00 each.

It has been exhibited at the national shows and has won in its class and been enthusiastically admired everywhere. In all popularity contests where Phipps has been featured it takes first place by large margin. For the last three years it has been choice of thousands of gladiolus lovers in a vote by the American Gladiolus Society. At the recent show of the New England Gladiolus Society it received more than half the votes for first place in the selection of the best ten.

Our customers from all over the country proclaim it the finest grown. We have letters from east and west proclaiming victory with Phipps.

We quote from a letter just received from our good friend, J. D. Long. You might guess the author from his style. He is called the Will Rogers of Gladiolus and is admired by all who know him and there are few Glad fans who have not made his acquaintance.

"Say, don't be modest about getting right up and telling the world that you are the Phipps King (I nominated you and have not heard one vote to the contrary) and that you grow 'em right side up with care. Tell 'em there's a whale of a difference in quality of bulbs of any variety, but Phipps is one that is more often sent out in damaged or scabby stock than most any other. That has to be grown right—in soil that's its it—and handled right after dug. And you have the soil and the know-how re handling."

W. H. PHIPPS.

Large Young Bulbs, 1¼" to 1½" in diameter per 10	60c
Large Young Bulbs, 1½" to 2½" in diaemer, 15 for	\$1.00
Large Bulbs, 1¼" up, per 100, postpaid	\$4.00
Medium Bulbs, 1" to 1¼", per 100, postpaid	\$3.00
Small Bulbs, ½" to 1", per 100, postpaid	\$2.00

W. H. PHIPPS.

Per 1,000, F. O. B. Tipton—500 at the 1,000 Rate.

Large, 1¼" up	\$30.00	per 1,000
Medium, 1" to 1¼"	\$25.00	per 1,000
Small, ½" to 1"	\$15.00	per 1,000

W. H. PHIPPS.

Large Mother Bulbs, per 10, 30c; per 100, \$2.50, you pay postage.

These are bulbs which produced large show spikes last year. They will bloom and some may bloom well. We do not expect the results from these that we get from the strong young bulbs listed elsewhere. **BUY THESE MAMMOTH BULBS FOR COMPARISON IF YOU WISH**, but do not judge any variety from large mother bulbs. They may be cut according to the number of eyes and each piece will produce a spike and as many new bulbs. We have only a few thousand of these.

READ CAREFULLY BEFORE ORDERING. DISCOUNT.

Where cash accompanies orders amounting to \$2.00 or more, extra bulbs may be ordered to the amount of 10 per cent of the order. Bulbs selected for discount to be the same as ordered. Substitutions are not made without your permission.

TERMS.

Cash; 25 per cent deposit will hold orders until shipment. Orders not paid will be sent C. O. D. if desired. It simplifies orders and is cheaper to have remittance before shipment. Postage prepaid on orders of one dollar or more.

GUARANTEE.

We will replace any stock found untrue to name except planting stock and bulblets grown in quantity. We exert every effort to keep stock true, but it is difficult to keep it 100 per cent true throughout the years of handling large quantities. While we are interested in the results obtained we do not make any crop guarantee.

ABBREVIATIONS.

(A) Austin; (C) Coleman; (D) Deiner; (E) Errey; (K) Kunderd; (P) Pfitzer.

Cultural directions will be included with order upon request.

We will make it worth while if, when you order, you will include the names of two of your friends who would be interested in receiving our list.

Gladmoor is four miles west of Tipton. One mile east of U. S. Road 31 and one-half mile south of State Road 28. Turn east at junction of 31 and 28, go one mile and turn south one-half mile. Visitors are welcome.

A. E. KUNDERD—Immense salmon-rose with dark blotch. Large, 3 for 25c, 10 for 77c; medium, 5 for 24c, 10 for 42c; small, 10 for 20c.

ADMIRATION—(K)—Intensely ruffled, cream white, glory type. Mid-season. Large, 10 for 60c; medium, 10 for 40c.

AFLAME—(Hornberger)—Extra large grandiflora prim of begonia rose, shading to bright orange flame near edge; nine or more giant blooms open at once. Large, 2 for 25c, 10 for \$1.00; medium, 4 for 25c, 10 for 54c; small, 10 for 25c.

AIDA (Europe)—Rich dark violet-blue. Small red-lilac blotches on lower petals. Large blooms perfectly placed on spike. Extremely early. Easy to grow. Large, 22c, 10 for \$1.80; medium, 2 for 20c, 10 for 80c; small, 4 for 25c, 10 for 55c.



INDIANA EXHIBIT.

The reproduction is from a photograph of our exhibit of Phipps which won first for best of three baskets at the Indiana Glad Show, 1931. The ladies in the picture were not entered in competition. They are Mrs. Huff, wife of the secretary of the A. G. S.; Mrs. Maple, wife of Dr. Maple, president of the Indiana Glad Society and Miss Patterson, secretary to Mr. Huff. The spikes in the central basket all had from 20 to 23 buds. The one directly behind Mrs. Maple had 20 open at the time the picture was taken and won two special awards. At the National Glad Show at Cleveland our exhibit of 200 square feet of space shared with Lakeland Glad Fields, won first.

ANNA EBERIUS—(D)—Mid-season. Deep Rhodamine purple, shading into a deep Bordeaux center. Large, per 10, 50c; medium, 30c.

APRICOT GLOW—(Canada)—Warm, clear apricot. Large, 3 for 25c, 10 for 70c; medium, 10 for 33c; small, 17 for 25c; bulblets, 1,000 for \$1.60; per quart, \$5.00.

AVE MARIA—(Europe)—One of Pfitzer's best near-blues. Many large flowers open, facing perfectly. Large, 40c, 10 for \$3.20; medium, 20c, 10 for \$1.60; small, 2 for 20c, 10 for 84c.

A. W. HUNT—Tall, large growing orange scarlet with slight penciling of cream in the throat; outstanding in every way. Large, each, 10c, 10 for 60c; medium, 10 for 40c.

BETTY NUTHALL—(Salbach)—A new very striking coral pink. The throat blends into a very delicate cream. The petals are fluted and ruffled and the purple anthers go to make up a very distinctive flower. The plant is tall and vigorous and blooms in about 100 days. Large, 20c, 10 for \$1.70; medium, 2 for 20c, 10 for 80c; small, 4 for 20c, 10 for 40c.

BLUE TRIUMPHATOR—(Pfitzer)—Largest of the near-blue glads yet introduced. Spike good and blossoms immense. Now that this variety has become acclimated or adapted to our American conditions, we can expect some amazing specimens of bloom from it. Small, each \$3.00, 10 for \$24.00; bulblets, each \$1.00, 10 for \$8.00, 100 for \$64.00.

Buckeye—(K)—Late mid-season; flesh pink, shading to darker center; large, vigorous grower; heavy foliage, with large flower and good texture; very popular. Large, per 10, 50c; medium, 40c.

CATHERINE COLEMAN—(C)—Very tall, late mid-season and one of the very best pink glads; small sizes only. Small, 10 for 40c, 100 for \$3.00.

CHARLES DICKENS—(P)—Bright, radiant purple, with velvety blotch. Tall, strong, straight spike with many fine large blooms, splendidly placed and spaced. Very popular with florists and Glad fans. If you have Charles Dickens you don't need Anna Eberius, Purple Glory, Henry Ford and others in that class. Large, 4 for 25c, 10 for 55c; medium, 10 for 28c; small, 10 for 25c.

COMMANDER KOEHL—(Pfitzer, Europe)—The Holland introducers say of this: "Probably the best red *Gladiolus* in existence." Tall, strong, straight spike. Blooms very large and spectacular in arrangement of petals. Color dark scarlet of glowing brilliancy. No markings or blotches. Large, each \$1.00, 10 for \$9.00; medium, each 60c, 10 for \$5.00; small, each 40c, 10 for \$3.20; bulblets, 12 for \$1.00, 100 for \$6.00, 1,000 for \$50.00.

CORONADO—(Briggs)—The big white Glad with rich, glossy, purple throat. Blooms of heavy texture, edges frilled. As with many best glads, the white is sometimes tinged soft purple, due to soil or seasonal conditions. Large, 35c, 10 for \$3.00; medium, 20c, 10 for \$1.60; small, 2 for 20c, 10 for 80c.

CORYPHEE—(Europe)—Soft rose-pink, similar to color of a fresh cut Ophelia rose. Large, 35c, 10 for \$3.00; medium, 20c, 10 for \$1.60; small, 2 for 20c, 10 for 80c.

CRIMSON GLOW—(B)—One of the largest and most satisfactory bright red glads. From four to six huge wide-open flowers open at a time. Spike is tall and graceful, making one of the most pleasing baskets. It forces exceptionally well and florists are enthusiastic about it. Large, each 10c, 10 for 50c; medium, 10 for 35c.

DR. F. E. BENNETT—(D)—The one outstanding red glad. A clear self-colored scarlet. Good grower and a good propagator. Large, 5 for 25c, 10 for 45c; medium, 10 for 22c; small, 25 for 25c; bulblets, 1,000 for \$1.00.

DR. MOODY—(Kinyon)—Popular early lavender. With us not quite so satisfactory as Minuet, but has a large flower and is another lavender. Large, 2 for 25c, 10 for \$1.00; medium, 4 for 25c, 10 for 50c; small, 10 for 28c; bulblets, 1,000 for \$4.00.

Dr. NELSON SHOOK—(K)—Deep Tyrian-rose. Tall, large, ruffled. Very popular. Large, 3 for 20c, 10 for 60c; medium 10 for 35c; small 14 for 25c; bulblets, 1,000 for \$1.60.

E. J. SHAYLOR—(K)—Early, very popular rose-pink, ruffled. Large, 10 for 50c; medium, 30c.

EMILE AUBRUN—(Lemoine)—92 days. Tall, huge, smoky bronze with cherry center. One of the most popular; good grower and good propagator. Small bulbs only, per 10, 60c; bulblets, 1,000 for \$1.50.

ELIZABETH TABOR—(Hinkle)—First early, delicate rose pink on white ground; lower petals bearing rich dark crimson blotch, which terminates in a blotch of soft yellow. Large, 10 for 50c, 100 for \$3.50; medium, 10 for 30c; 100 for \$2.00.

EVELYN KIRTLAND—(A)—Late mid-season, geranium pink, shading to pale pink; lower petals scarlet and an unusually beautiful variety. A very tall plant, producing a very large, wax-like flower. One of Mrs. Austin's most beautiful productions. Large, 10 for 60c; medium, 10 for 40c; small, 25 for 25c; bulblets, 1,000 for \$1.00.

FERN KYLE—(K)—Early, large ruffled cream; very early and a magnificent flower. Large, 10 for 50c; medium, 35c; small, 25c; bulblets, 1,000 for \$1.

FRANK J. McCOY—(Briggs)—Tall large pink. Strong spike and a good placement of blooms. Large, 35c, 10 for \$3.00; medium, 20c 10 for \$1.60; small, 2 for 20c, 10 for 77c.

GLORIANA—(Betscher)—Rich salmon, bright and clean color, good spike, good in every way. Medium, 10 for 22c; small, 27 for 25c.

GIANT NYMPH—(C)—Another Coleman masterpiece. Pure LaFrance pink, shading to a primrose yellow throat. Tall spike producing a massive flower of excellent substance. Cuts almost 100 per cent; mid-season. Large, 10 for 60c; medium, 35c; bulblets, 1,000 for \$1.00.

GOLD EAGLE—(A)—Pure rich ruffled yellow, heavy propagator and the very large bulblets are easily germinated and make a good blooming spike. Large, 12 for 40c; medium, 30c; bulblets, 1,000 for \$2.00.

GOLDEN DREAM—(Groff)—Blooms in 100 days; rich, deep yellow, similar to Gold Eagle and a fitting companion for a succession of yellow bloom, as Gold Eagle blooms in 80 days. Excellent cut flower variety, considered by many to be the best yellow. Large, 4 for 25c, 10 for 54c; medium, 10 for 35c; small, 26 for 25c.

HEAVENLY BLUE—(Europe)—Tall light blue. Medium, 3 for 20c, 10 for 50c; small, 10 for 20c.

JEWEL—Light salmon-pink, shading to a yellow throat. Large, 10 for 50c; medium, 35c.

JOE COLEMAN—(K)—Mid-season, large ruffled wine red. Large, 10 for 50c; medium, 35c.

KARL VOLKERT—(Europe)—Extra early orange red, valuable on account of date of blooming. Large, 10 for 60c; medium, 40c; small, 30c; bulblets, 1,000 for \$1.50.

LE M. FOCH—(Imported)—Early mid-season. Large lavender pink. Large, 10 for 60c; medium, 30c.

LOS ANGELES—(Houdyshel)—Much advertised shrimp pink; 78 days. Large, each 10c, 10 for 60c; medium, 35c; bulblets, 1,000 for \$1.00.

LOYALTY—(Austin)—Good yellow. Very sturdy grower. Large, 50c, 10 for \$4.00; medium 25c, 10 for \$2.00; small, 2 for 25c, 10 for \$1.00; bulblets, 100 for \$2.00.

LOUISE—One of the older lavenders which maintains its popularity. Large, each, 10c, 10 for 60c; medium, 40c.

MARION KOCH—Described as a needle point type, very pointed petals; combination of old rose and cream, very striking. Large, 10 for 60c; medium, 10 for 40c; small, 10 for 25c.

MARMORA—(E)—Most popular smoky shade. Introduced from Australia. Flowers are large and many open, a delicate blending of lavender tints shading into a very pleasing deeper throat. Shade similar to Rose Ash, but more desirable in every way. Large, 20c, 10 for \$1.60; medium, 2 for 22c 10 for 84c; small, 5 for 24c, 10 for 38c.

MARNIA—(Kemp)—Tall, growing, large flowering orange, similar in color to Alice Tiplady, but a decided improvement; excellent propagator. Large, 10 for 50c; medium, 35c.

MARY FREY—(Gelser)—Valuable early lavender, very similar to Mrs. F. C. Peters, but much earlier; excellent grower. With us spikes often crook, making it desirable for basket work. Large, 3 for 20c, 10 for 60c; medium, 6 for 25c, 10 for 37c; small, 16 for 25c.

MARY JANE—(K)—Silvery lavender with lavender throat. Large, 2 for 28c, 10 for \$1.20; medium, 4 for 22c, 10 for 50c; small, 10 for 24c.

MOROCCO—(Europe)—Very dark, almost black, good size. A real novelty. Large, 40c, 10 for \$3.20; medium, 20c, 10 for \$1.80; small, 2 for 20c, 10 for 80c.

MINUET—Joe Coleman's masterpiece. The most distinctive lavender. Large flowers of clear, beautiful color on spikes difficult to improve. (The gladiolus growers of this country should erect a monument to Joe Coleman for the unpretentious services he has performed. He has not introduced so many but they are all outstanding varieties.) Large, 2 for 20c, 10 for 80c; medium, 6 for 25c, 10 for 36c; small, 10 for 20c.

MOTHER MACHREE—(Stevens)—Soft smoky lavender. Large flower and plant with large number out, excellent arrangement, remarkable substance, beautiful coloring of lavender and orange subdued with neutral gray—the color of clouds just as the sun has set. Medium, 35c, 10 for \$2.80; small, 20c, 10 for \$1.50.

MRS. DR. NORTON—(K)—Mid-season, apple blossom pink, lower petals shading into a creamy base; wide open flower, well placed on a tall, graceful spike. Large, 10 for 60c; medium, 35c; small, 20c.

MRS. F. C. HORNBERGEGR—Mid-season; large, pure white. Very fine. Large, 3 for 20c, 10 for 60c; medium, 10 for 30c.

MRS. F. C. PETERS—Late mid-season; tall, rose lavender, deeper blotch; very fine variety. Large, 10 for 60c; medium, 40c; small, 25c.

MRS. H. A. CAESAR—Very attractive lavender. Solid color except a lower petal, which has a splash of maroon and lemon. Large flower, well placed and all right in every way. Large, each 25c; medium, 15c; small, 10c.

MRS. LEON DOUGLAS—(D)—Mid-season; very large salmon pink and one of the grandest of all glads. Large, 10 for 50c; medium, 10 for 35c.

MRS. P. W. SISSON—(C)—Late mid-season; pure, soft cameo pink; one of the very finest glads. Large, 4 for 25c, 10 for 55c; medium, 10 for 25c; small, 25 for 25c.

MRS. VON KONYNENBURG—(Europe)—Blue lavender. Tall straight spikes. Healthy grower and increases well. Has won many medals and prizes in Europe and America. Large, 2 for 25c, 10 for \$1.00; medium, 4 for 20c, 10 for 40c; small, 16 for 25c.

MR. W. H. PHIPPS—(D)—The masterpiece in gladiolus. Full description elsewhere. Large, each 10c; per 15, select for exhibition, \$1.00.

ORANGE WONDER—(Kemp)—The name describes it. Excellent new variety and perhaps the best of its color. Large, 25c, 10 for \$2.00; medium, 2 for 25c, 10 for \$1.00; small, 4 for 25c, 10 for 50c.

OUR SELECTION—(Australia)—Giant exhibition Glad that has created a big sensation in the Australian shows, and in the few places it has been seen in America. Salmon-red, flecked with deeper shade, often marked with slate flakings. Lower petals carry a blotch of cerise, bordered with cream. Long spikes carry large blooms, many open. Placement splendid. Large, 40c, 10 for \$3.20; medium, 20c, 10 for \$1.60; small 2 for 20c, 10 for 80c; bulblets, 50 for \$1.00.

PATRICIA CARTER—(K)—About the clearest pink ever seen in glads. Shell pink, no markings. Large 2 for 25c, 10 for \$1.10; medium, 3 for 22c, 10 for 64c; small, 5 for 22c, 10 for 40c.

PAUL PFITZER—(P)—Tall, velvety purple; 76 days. Large, 2 for 25c, 10 for \$1.10; medium, 3 for 22c, 10c for 64c; small, 5 for 22c, 10 for 40c.

PFITZER'S TRIUMPH—(Europe)—One of the most favored of the red glads. Immense blooms of bright salmon orange. For us they do not always produce perfect spikes, but when they do come good, they make a wonderful show spike. There are not many open, but one at a time is sufficient, for the bloom is so gigantic. Large, 2 for 25c, 10 for \$1.00; medium, 4 for 25c, 10 for 50c; small, 10 for 30c.

PRIDE OF WANAKAH—(Chriswell)—Excellent lavender rose, strikingly rich in color, one of the best commercial varieties; heavy propagator. Medium, 10 for 60c; small, 10 for 40c.

PUREST OF ALL—(P)—Snow white, good grower in every respect. Large, each 10c, 10 for 60c; medium, 10 for 40c.

QUEEN OF THE NIGHT, IMPROVED—(D)—Deep maroon of excellent quality. Very striking where this color is desired and to us replaces Purple Glory. Bulblets germinate well. Blooms with Phipps for which it makes an excellent background. Large, 4 for 25c, 10 for 55c; medium, 10 for 30c; small, 25 for 25c.

RADIANT QUEEN—(H)—94 days. Rich orange saffron prim, very attractive color. Large, each, 15c; medium, 10c; small, 10 for 50c.

RITA BECK—(Fischer)—Very large fine pink blooms, well placed on good strong spike. Large, 2 for 22c, 10 for 84c; medium, 4 for 22c, 10 for 50c; small, 10 for 28c.

ROSE ASH—Popular smoky shade, tall grower, very prolific. Large, 10 for 60c; medium, 10 for 45c.

ROYAL LAVENDER—(Schleider)—Deep lavender, shading lighter towards center. Heavy penciling on lower petals. Large, 25c, 10 for \$2.00; medium, 2 for 25c, 10 for \$1.00; small, 4 for 25c, 10 for 50c; bulblets, 1,000 for \$10.00.

RUFFLED GOLD—(Goodrich)—Beautifully ruffled light yellow. Large, 20c, 10 for \$1.60; medium, 2 for 20c, 10 for 80c; small, 5 for 20c, 10 for 30c.

SALBACH'S ORCHID—(Salbach)—Fine big new glad, similar in many ways to Minuet, but pink the shade of a cattleye orchid. Small, each, \$2.00; bulblets, 5 for \$1.00.

SCARLET PRINCEPS—(K)—Brilliant scarlet. Large, 10 for 50c; medium, 30c; small, 20c.

SPIRIT OF ST. LOUIS—(M)—According to Ridgeway's color chart, this is flame Cornelian red. The general tone or effect suggests orange. Large, 2 for 20c, 10 for 90c; medium, 4 for 20c, 10 for 44c; small, 10 for 25c.

STUTTGARDIA—(Europe)—Large brilliant orange-scarlet, no blotches. Good. Large, 50c, 10 for \$4.00; medium, 25c, 10 for \$2.00; small, 2 for 25c, 10 for \$1.00.

TIFFANY—(Brown)—White prim type. Large, 10 for 50c; medium, 10 for 30c.

TYCKO ZANG—(A)—Late. Clear salmon pink. Blooms well after others are gone. Large, 10 for 50c; medium, 35c.

VEILCHENBLAU—(Europe)—Large violet blue, most popular of this color. Large, 2 for 25c, 10 for \$1.00; medium, 3 for 20c; 10 for 60c; small, 5 for 22c, 10 for 38c.

PRICES OF BULBS—Per 100, Postpaid.

	No. 1 1½ in. up	No. 2 1¼-1½ in.	No. 3 1-1¼ in.	No. 4 ¾-1 in.	No. 5 ½-¾ in.	No. 6 ½-¾ in.	Blts. per 1000	Blts. per 1000
Aflame -----	10.00	8.00	6.00	4.00	3.00	2.00	2.00	10.00
Aida -----	16.00	12.00	8.00	6.00	4.80		7.00	18.00
Apricot Glow -----	6.00	5.00	3.00	2.00	1.60	1.00	1.60	5.00
Ave Maria -----		20.00	16.00	12.00	8.00	6.00	18.00	50.00
A. W. Hunt -----	5.00	4.00					1.00	
Betty Nuthall -----	15.00	12.00	8.00	6.00	5.00	3.00	2.50	10.00
Charles Dickens -----	5.00	4.00	3.00	2.20	1.40	1.00	1.00	5.00
Commander Koehl -----	80.00	60.00	50.00	40.00	30.00			
Coronado -----	25.00	20.00	15.00	10.00	7.00	5.00	10.00	40.00
Corpyhee -----	25.00	20.00	15.00	10.00	7.00	5.00	10.00	40.00
Crimson Glow -----	4.00	3.00						
Damascus -----	32.00	24.00	20.00	16.00	12.00	8.00	12.50	
Dr. F. E. Bennett -----	4.00	3.00	2.00	1.60	1.20		1.00	
Dr. Moody -----	10.00	8.00	6.00	4.00	3.00	2.00	4.00	10.00
Dr Nelson Shook -----			4.00	3.00	2.00	1.40	1.60	5.00
E. J. Shaylor -----	4.00	3.00						
Elizabeth Tabor -----	4.00	3.00						
Frank J. McCoy -----	25.00	20.00	15.00				10.00	
Gloriana -----	4.00	3.00	2.00	1.00	.80	.60	.80	3.00
Gold Eagle -----	3.00	2.00	1.60				1.00	3.00
Joe Coleman -----	3.00	2.00						
Le M. Foch -----	4.00	3.00						
Los Angeles -----	4.00	3.00	2.00				1.00	
Loyalty -----	32.00	24.00	18.00	12.00	8.00	6.00	18.00	50.00
Marion Koch -----	3.00	2.00					1.00	
Marnia -----	4.00	3.00	2.00				1.00	
Morocco -----	30.00	24.00	18.00	12.00	8.00	6.00	18.00	50.00
Mary Frey -----	5.40	4.80	3.60	2.40	1.60	1.00	2.00	6.00
Mary Jane -----				4.00	3.00	2.00	4.00	12.00
Minuet -----	7.00	5.60	4.00	3.00	2.00	1.60	3.00	10.00
Mother Machree -----	40.00	32.00	24.00	16.00	12.00	8.00	10.00	
Mrs. Dr. Norton -----	4.00	3.00	2.00					
Mrs. Van Konynenburg--	7.00	5.60	3.60	2.40	1.60	1.00	1.80	5.00
Orange Wonder -----	20.00	16.00	10.00	8.00	6.00	4.00	8.00	24.00
Our Selection -----	30.00	24.00	18.00	12.00	8.00	5.00	18.00	50.00
Patricia Carter -----	12.00	9.00	7.00	5.00	4.00		8.00	25.00
Pfitzer's Triumph -----		8.00	5.00	4.00	3.00	2.40	5.00	16.00
Professor Keesom -----	16.00	12.00	8.00	6.00	3.60	2.40	7.00	20.00
Rita Beck -----	8.00	6.00	5.00	3.60	2.40		4.50	12.00
Rose Ash -----	4.00	3.00	2.00	1.00				
Royal Lavender -----	16.00	12.00	10.00	8.00	5.00	4.00	10.00	
Ruffled Gold -----	16.00	12.00	8.00	5.00	3.00	2.00	6.00	15.00
Spirit of St. Louis -----		7.00	5.00	3.60	2.40	1.60	5.00	12.00
Stuttgartia -----	40.00	30.00	20.00	16.00			27.00	
Sunshine Girl -----		80.00	64.00	48.00	32.00		25.00	
W H. Phipps -----	4.00	3.50	3.00	2.00	1.50			2.50

GLADIOLUS MIXTURE.

Contains many fine varieties and none of questionable merit; guaranteed to please. Per 100 large bulbs, postpaid, \$2.50 per 100 medium bulbs, postpaid, \$1.50; per 100 small bulbs, postpaid, \$1.00.

This is a high class collection of the best named varieties, mostly in pink, red, orange and lavender shades. If you do not care to have the names of varieties, no finer collection can be obtained.

DELPHINIUM.

BLACKMORE AND LANGDON STRAIN—Very choice double and single. Many different tints and shades of blue. Our seedlings, set out last spring from beds planted in August, 1930, have bloomed constantly since early summer and are still blooming early in December. Only yesterday we brought in several spikes which were very welcome on the dining room table. There is no perennial quite so satisfying as this wonderful strain of Delphinium. Liberal packet of seeds, 25c each. Young seedlings from late summer plantings, per dozen, 50c. Year old seedlings, heavy root, per 10, \$2.50.

EVERGREENS.



AUSTRIAN PINE

AUSTRIAN PINE—One of the most desirable pines. Hardy in any locality. Leaves are two in a sheath, straight and slender, from 4 to 5 inches long; rich deep green color; growth is comparatively fast. We find the growth to be from 12 to 18 inches on our stock this season. Price each, 1½ to 2 feet, twice transplanted, B & B, \$1.50; per 10, \$13.50; per 100, \$125.00.

COLORADO BLUE SPRUCE—The most popular evergreen for northern states. 18 inches to 2 feet, each, \$3.75; 2 to 2½ feet, each, \$5.00.

NORWAY SPRUCE — Highly appreciated because of its rapid growth. Thrifty and produces heavy masses of deep green foliage. On farms and around homes all over the country Norway Spruce hedges break the strong northwest wind and are warm in appearance. 12 to 18 inches, B & B, 50c; 18 inches to 2½ feet, each 75c.



NORWAY SPRUCE



PFITZER'S JUNIPER

PFITZER'S JUNIPER — 8 to 10 inches, twice transplanted, 10 for \$3.50; 12 to 18 inches, \$1.00 each, 10 for \$9.00; 1 to 1½ feet, B & B, \$2.00 each. For those who wish to buy small evergreens for lining out or planting in the garden to obtain larger growth, we offer the following: Pfitzer Juniper, rooted cuttings, 10 for \$1.00; from 2¼-inch pots, 10 for \$1.25.

SPINY GREEK JUNIPER—Rooted cuttings, 10 for 80c; from 2¼-inch pots, 10 for \$1.25.

GOLD SPIRE ARBORVITAE—2¼-inch pots, 10 for \$1.20.

ROSENTHAL ARBORVITAE—A deep green compact symmetrical pyramid more compact than the American or Pyramidal Arborvitae; maintains an especially fine winter color. Especially fine for foundation planting. 8 to 10 inches, twice transplanted, each 40c, per 100, \$35.00; 12 to 18 inches, twice transplanted, each 75c.

MUGHO PINE—Dwarf, round-headed pine, desirable where a low growing evergreen is wanted. 8 to 10 inches, twice transplanted, 45c each; 10 to 12 inches, twice transplanted, B & B \$1.00 each.



ARBORVITAE

JAPANESE BARBERRY—One of the most desirable of all shrubs for home planting. Grows to 2 to 4 feet in height; may be pruned to any shape or left to form a round symmetrical shrub. The very best hedge plant. In the late fall the dark green leaves turn to scarlet which, when shed, expose the brilliant red berries which hang on throughout the winter. Not the barberry which harbors smut. Fine specimen plants, 2 to 3 feet, twice transplanted, each 25c, 10 for \$2.00, 100 for \$17.00.

SPIREA VANHOUTEI—Popular and most satisfactory. Good foliage and profuse bloomer. 4 to 5 feet high, each 35c, 10 for \$3.00. Last spring some one said that our country is having the customary epidemic of spirea. There is more of it used, except perhaps, Japanese Barberry.

WHITE BIRCH (*Betula Papyrifera*)—This is a hardy, desirable tree for lawn planting. The white bark is attractive in contrast to evergreen foliage. Not the weeping cut leaf. 5 to 7 feet, each 75c.



Note the size of this spike of Phipps in this ordinarily unfavorable location. Almost as tall as the lady who says that never before had her flowers attracted so much attention.

“THERE is an honor in business, that is the fine gold of it: that reckons with every man justly; that loves light: that regards kindness and fairness more highly than goods or prices or profits. It becomes a man more than his furnishings or his house. It speaks for him in the heart of every one. His friendships are serene and secure. His strength is like a young tree by a river.”